

**Greater Louisville Inc.
Quarterly Report
April through June 2013**

Business Attraction/Expansion Combined Goals

	FY 2012/2013 Goals	4th Quarter Actual April 1 thru June 30, 2013	Year to Date Actual July 1, 2012 thru June 30, 2013
a) New active clients	275	35	149
b) Locations	63	15	71
c) Net new jobs	3750	878	4,192
d) Average salary	\$40,000	\$53,969	\$43,255
		Total payroll: \$47,384,865	Total payroll: \$181,326,318
e) New capital investment	\$200,000,000	\$180,639,000	\$956,753,000

Business Attraction

	FY 2012/2013 Goals	4th Quarter Actual April 1 thru June 30, 2013	Year to Date Actual July 1, 2012 thru June 30, 2013
a) New active clients	153	22	88
b) Locations	18	4	23
c) Net new jobs	1235	205	1,726
d) Average salary	\$40,000	\$51,591	\$39,977
		Total payroll: \$10,576,100	Total payroll: \$69,000,645
e) New capital investment	\$100,000,000	\$26,783,000	\$112,969,000

Business Expansion

	FY 2012/2013 Goals	4th Quarter Actual April 1 thru June 30, 2013	Year to Date Actual July 1, 2012 thru June 30, 2013
a) New active clients	122	13	61
b) Locations	45	11	48
c) Net new jobs	2515	673	2,466
d) Average salary	\$40,000	\$54,694	\$46,360
		Total payroll: \$36,808,765	Total payroll: \$114,322,811
e) New capital investment	\$100,000,000	\$153,856,000	\$843,784,000

Located (completed) Projects (4Q)

COMPANY	Avg. Salary	Investment	Jobs	Council District	Location Date
A&R Logistics	\$88,682	\$747,320	50	J Ackerson	Apr-13
Ralcorp Frozen Bakery Products	\$35,360	\$21,000,000	75	Oldham	Apr-13
Riverhorse Distillery	\$33,000	\$2,700,000	30	D Tandy	Apr-13
CompuCom Systems Inc.	\$60,000	\$1,300,000	167	J Ackerson	Apr-13
eBay Inc.	\$33,767	\$37,000,000	153	R Blackwell	Apr-13
GE	\$70,720	\$0	200	B Shanklin	Apr-13
Heaven Hill Distilleries, Inc.	\$41,050	\$5,180,000	10	D Tandy	Apr-13
Pegasus Industries	\$32,085	\$350,000	42	R Blackwell	Apr-13
Lubrizol Advanced Materials Inc.	\$48,131	\$108,350,000	24	A Scott	May-13
TQL	\$45,344	\$475,800	50	D Tandy	May-13
Advanced Business Solutions	\$38,000	\$700,000	10	T Ward-Pugh	Jun-13
CandyRific LLC	\$50,000	\$200,000	3	T Ward-Pugh	Jun-13
Family Allergy & Asthma	\$60,000	\$200,000	10	J Ackerson	Jun-13
Kentucky Planning Partners LLC	\$292,000	\$100,000	4	M Parker	Jun-13
Thermal Engineering International, Inc.	\$50,000	\$2,336,120	50	J Miller	Jun-13

**Jefferson County Companies Receiving Preliminary Approval of Kentucky Tax Incentives
April 1 thru June 30, 2013**

Company	Approval Date	Incentive	Program
American Metal Supply Company	Apr 25	\$90,000	KBI
American Metal Supply Company	Apr 25	\$30,000	KEIA
Lubrizol Advanced Materials, Inc.	Apr 25	\$480,000	KBI
Lubrizol Advanced Materials, Inc.	Apr 25	\$740,000	KEIA
TEi Struthers Wells	Apr 25	\$700,000	KBI
Total Quality Logistics, LLC	Apr 25	\$450,000	KBI
Brady Worldwide	May 30	\$3,000,000	KBI
Brady Worldwide	May 30	\$249,000	KEIA
White Clay Consulting, Inc.	May 30	\$390,000	KBI
White Clay Consulting, Inc.	May 30	\$49,870	KEIA
Click LLC dba Click IT Staffing	May 30	\$350,000	KBI
RxC Acquisitions dba RxCrossroads	May 30	\$1,100,000	KBI
Angel's Share Brands, LLC	May 30	\$800,000	KBI
Angel's Share Brands, LLC	May 30	\$72,000	KEIA
OrionRx	Jun 27	\$320,000	KBI

Note: Preliminary approval of incentives does not signify a final commitment by the company to locate or expand in Louisville, and Greater Louisville Inc. does not count projects as completed until the company

completes a real estate financial transaction. However, the vast majority of companies that apply and are approved for incentives do ultimately locate or expand.

Business Networks

Focuses on the creation, leadership and management of networks of businesses that are aligned with the community's economic vision, including health, logistics and traditional strengths. Business Networks help set direction for business attraction/expansion efforts, research economic impact and competitive strengths and weaknesses and help set human capital, infrastructure and public policy strategies.

Advanced Manufacturing & Logistics Network

Strategy: Utilize strategic alliances to strengthen the opportunities and effectiveness of local businesses and create an environment where logistics and manufacturing professionals in Greater Louisville can come together to network and build business relationships

- In June, the Network hosted a nationally recognized speaker on the topic of workplace safety, Michael Melnik. He is the author and talent in several award winning videos that are in distribution in the US, Canada and Australia. Some of his clients include Coca Cola, Best Buy, Wells Fargo, Chevron, The Home Depot, General Mills, Wal-Mart and many others.
- In May, the Network was recognized as a key supporter at a GLI Top Investor Event with Governor Steve Beshear and other leaders from Walsh Construction and the Kentucky Transportation Cabinet. The event featured an insider's look at the construction process and timeline and how this transformational project will impact the region and businesses.
- New members of the Board of Directors includes: Nick D'Andrea, UPS Airlines

Strategy: Serve as an advocate on public policy and legislative issues impacting the Greater Louisville logistics and manufacturing industries.

- Members of the Network served on the Board and attended the opening of Kentucky Manufacturing Career Center.

Other Activities

- In April, the Network began the process of its strategic planning process with Bob Taylor of the Oliver Group. A planning committee was formed and met with Bob to plan a retreat, survey of membership and a SWOT analysis of the Network.

Arts and Cultural Attractions Council

Education Strategy: Establish strong connections between the arts and cultural sector to the educational community and ensure that arts and culture are a part of the education of the youth of this region.

- Members of the committee continue to attend regularly planned meetings with the Metro United Way's Youth Print Initiative.
- The committee recently worked through an issue with JCPS to make sure all ACA members were able to be listed as potential providers of programming for certain schools who have high numbers of students living below the poverty line. This change will allow for ACA groups to receive funding to provide in-school programming to these schools.

Collaboration Strategy: Collaborate meaningfully within sectors, across sectors and across geographies.

- The subcommittees of the Collaboration Committee YES! Fest: fundraising/grant writing, marketing/communications and kick-off event met for the first time.
- The committee has set up a project management system online to manage the 2015 YES! Fest.

Transformation Strategy: Establish the arts and cultural sector as a key component of our region. Define Greater Louisville's arts and cultural assets that make this area unique. Rally our members to support to LIFT (Local Investment for Transformation)

- The Full Council held a brainstorming session on potential ideas to put into the mix for funding consideration.

Health Enterprises Network

Population Health Management

[LaQuandra Nesbitt MD, MPH](#), Director, Louisville Metro Department of Public Health and Wellness

[J. Michael Benfield MD](#), President/CEO MD2U

[Moderated by Jean West](#), whose show "Jean West's Medical Digest" is the area's first and only primetime program devoted solely to health, medical and wellness issues (also airing in Seattle, Houston and soon in San Francisco)

Date, Time, Location

Wednesday, May 29, 2013, 8:00 – 9:30 a.m.

The Olmsted

3701 Frankfort Avenue

Louisville, Kentucky 40206

One of the latest buzzwords in healthcare reform, population health management or PHM, is aiming to shift the focus in healthcare from rewarding quantity to rewarding quality and from clamoring for volume to obtaining value. Defined as the discipline of managing the clinical and financial risk of a defined group of individuals, population health programs are on the rise as more companies build partnerships and share responsibility for patient outcomes and satisfaction, data collection and analysis, member education and engagement and at-risk populations.

Important topics discussed will include:

- Key concepts in population management and complex care management
- The relevance of the concept of a "medical home"
- The necessary partnerships needed to fully implement population management and the need for heavy reliance on data
- How access to efficient and consistent care is key
- Changes in technology and data management to reduce healthcare costs; the role of the physician
- MD2U's nurse practitioner model in seven states, its real-world successes and the day-to-day operational challenges
- MD2U's current CMS demonstration project
- Care transition; MD2U's readmission prevention program

The Advisory Board, featuring Michael Hubble

Date, Time, Location

Friday, June 14, 2013

7:30 - 9:30 a.m.

Office Environmental Company (OEC)

1136 West Market Street

Louisville, Kentucky 40203

Baptist Health has graciously agreed to loan the Health Enterprises Network one of The Advisory Board Company's key national speakers, [Michael Hubble](#). Mr. Hubble, the group's senior director, addressed the new paradigm for growth including accelerating the migration from volume to value, forging partnerships across the care continuum and the new partnership standard for suppliers and service providers. He also touched upon becoming a partner in accountability and evaluating opportunities to forge new, stronger bonds with providers through optimizing episodic care delivery, supporting the transition to value-based care and partnering on population health management.

The Advisory Board Company is the largest healthcare management consulting firm in the country. They work with 93 percent of the best hospitals in the country to take on more financial risk while still profiting. The Advisory Board Company also addresses how to slash overhead by using data to treat patients successfully for less cost.

Appreciation Social

HEN held an Appreciation Reception Investors, Board Members and Current and Past Louisville Healthcare Fellows

Date, Time, Location

Thursday, June 20, 2013, 5:30 - 7:00 p.m.

Luckett & Farley, 737 S. Third Street, Louisville, KY 40202

Participation Statistics for all Networks

	April – June 2013
Companies Participating	551
Individuals Participating	1,697
Event Attendance	593
Number of Events	6

High Impact Portfolio

Description:

The High Impact Portfolio, administered by GLI's EnterpriseCorp, identifies and serves the needs of fast growth companies defined as those that are at least four years old, profitable, have exhibited at least 20% revenue growth for each of the last three years and with a minimum of \$1,000,000 in revenue. Program services include peer learning, talent recruitment, growth capital access and expansion planning. The Portfolio includes companies of these types headquartered in Louisville that have a disproportionately higher impact on the metro area economy through job and wealth creation. For more information, visit www.HighImpactLouisville.com.

Goals:

- Research and proactively contact high impact companies, offering them an array of client services to assist with their growth and expansion plans.
- Develop an action plan for each company that describes the company's business drivers, challenges and opportunities and where we can add value.
- Manage the following initiatives as part of the High Impact Program:
 - High Impact Showcase – annual recognition of newest companies selected to the High Impact Portfolio
 - High Impact Social Series -- provide quarterly social events to allow for socializing and networking among the executives of the companies selected to the High Impact Portfolio.
 - High Impact CEO Roundtables -- small groups led by a professional facilitator offering a unique setting for participants to gain the collective wisdom of other high impact CEOs through peer to peer learning.
 - High Impact Report Series -- provide research, survey data and business information on various topics of interest relative to the life cycle of a growth business.
 - High Impact Communication – distribute information, events and news about High Impact companies using our website, electronic newsletters and social media.

Results as of June 30, 2013

- New Companies Selected This Quarter 3
- Repeat Portfolio Company Projects Begun 3
- High Impact outreach meetings conducted 9
- Portfolio Category Breakdown 125 Gazelles, 35 Renaissance and 27 Enabling companies
- Total Company Revenues in Portfolio \$2,717,820,000
- Average Salary \$51,300
- Average Growth 37%

- Average Employee Growth over 3 Years 35%
- Percentage of Woman-owned Businesses 18%
- Percentage of Minority-owned Businesses 5%

There were 4 High Impact companies "located" this quarter as economic development projects.

Initial Contact	Location Date	Company (Project)	Investment	Jobs	Payroll	Avg. Salary
Nov-10	Jun-13	Advanced Business Solutions	\$700,000	10	\$380,000	\$38,000
Aug-12	Jun-13	CandyRific LLC	\$200,000	3	\$150,000	\$50,000
Oct-12	Jun-13	Family Allergy & Asthma	\$200,000	10	\$600,000	\$60,000
1-Mar	1-Jun	Kentucky Planning Partners LLC	\$100,000	4	\$1,168,000	\$292,000

High Impact Showcase – annual event recognizing the contribution, innovation and energy of the fastest growing companies locally headquartered in our region. The event was held on April 18 at the Frazier International History Museum. Eleven new High Impact companies were recognized for creating jobs and adding wealth to our community. Close to 300 guests were registered.

EnterpriseCorp Signature Event – annual event celebrating both early stage and later stage (fast growth) entrepreneurs on Tuesday, June 18 at the Kentucky Center for Performing Arts. Ben Yoskovitz, author of *Lean Analytics* was the keynote speaker. A growth capital panel was also moderated including Jonathan Blue, Dale Boden, Tony Schy and Wright Steenrod. Over 330 guests attended.

High Impact Report Series -- #5 Intrapreneurship – the fifth in the series focuses on corporate entrepreneurship, or intrapreneurship, and its merits, requirements and potential results for company innovation. Planned publication is fall 2013 and will be distributed to the primary executives of the High Impact Portfolio as an educational piece.

Private Equity Workshop – planning is underway for a half-day workshop on private equity in partnership with Stites & Harbison, planned for mid-November. This program is aimed at those High Impact companies needing information on alternatives forms of growth financing. Panels will include current PE-backed High Impact companies, investment bankers and private equity firms.

High Impact Communication -- our High Impact social media communication includes our quarterly newsletter, *Amplitude*, prepared and distributed on July 15. *Amplitude* provides news, insights and events for Louisville's High Impact community. We send out news, information and kudos daily about and for High Impact companies through Facebook (**High Impact Lou**), Twitter (**@HighImpactLou**) and the LinkedIn group (**High Impact Lou**). We have also started a bi-monthly email compiling resources, events and program relevant to High Impact companies in our **Fast Growth Digest**. All information can be found on www.HighImpactLouisville.com.

Greater Louisville Inc.		
Statement of Activities - Metro Government		
For the 4th quarter and twelve months ended June 30, 2013		
	4th qtr	ytd
Revenue		
Metro Government Funding	\$ 256,923	\$ 1,027,700
Total Revenue	256,923	1,027,700
Expense		
Salaries & Benefits	153,044	716,619
Travel and meals	8,967	20,691
Advertising/Marketing/Promotions	13,526	26,782
Outside Services	16,279	56,581
Program Rent/Materials/Labor	8,836	18,698
Sponsorship expense	1,750	11,608
Supplies, Charges	4,046	32,049
Administration Expense	30,831	123,324
Total Expense	237,279	1,006,351
Net Activities/(Deficit)	\$ 19,644	\$ 21,349
<u>Supplemental Information:</u>		
For FY 12-13 (July 2012 through June 2013) GLI is slated to raise		
and spend \$4.0M on economic development-related work.		
Administrative cost recovery is limited to 12% of funding.		